

**MINUTES OF THE ANNUAL GENERAL MEETING OF THE MEDICAL TECHNOLOGY ASSOCIATION OF NEW ZEALAND,
HELD AT THE CORDIS HOTEL, AUCKLAND**

4:00pm, 27 June 2023

MINUTES OF THE 2022 AGM: Minutes were circulated prior to the meeting and were taken as a true and correct record of the meeting. There were no matters arising from last minutes.

Approved: *Tania Hawkes, J&J Medtech*

Seconded: *Neroli Manning, Cardinal*

ELECTION OF EXECUTIVE BOARD

Note that the election of the executive board was brought forward in the agenda to allow the maximum number of members to vote.

2022/23 Board members:

- Erin Currie, Philips
- Andrew Hickey, Intermed
- Chris Iles, Obex
- Phil Mealey, Baxter Healthcare (stood down in May 2023)
- Sarah Najdek, Johnson & Johnson Medtech
- Anne Familton, Becton Dickinson
- John Matthews, EBOS Healthcare

The following nominees stood for election.

Nominations:

1. Chris Iles, Chief Financial Officer, Obex Medical (seeking re-election)
2. Sarah Najdek, General Manager & Country Director, Johnson and Johnson MedTech (seeking re-election)
3. Andrew Short, Country Manager APAC, Permobil
4. Hannah Rushton, Country Manager NZ, Varian
5. Jesse Malloy, General Manager NZ, LifeHealthcare
6. Neroli Manning, Sales Director ANZ, Cardinal Health
7. Claire Howse, NZ Country Manager, Baxter
8. Wing Lam Wong, General Manager, Roche Diagnostics

The membership voted with the following result.

Election Result

1. Chris Iles, CFO, Obex Medical
2. Sarah Najdek, General Manager & Country Director, Johnson and Johnson MedTech
3. Wing Lam Wong, General Manager, Roche Diagnostics

PRESIDENTS REPORT

Erin Currie presented the following report:

Apologies from board member Anne Familton (BD) who could not be here today. I also wanted to thank and acknowledge Phil Mealey (Baxter Healthcare) who has stepped down from the board. He has had a very long career with Baxter and contributed 3 years on the MTANZ Board, including 7am starts from Australia since COVID appeared.

Reflecting on the last year, it has been tumultuous! The health sector has seen the largest restructure in New Zealand's history, including bringing together 20 DHBs, Shared Services and related organisations. This on the back of several years of pandemic pressures, and added in were cyclones and unprecedented weather events, and in this year's annual report we showcase several member companies that went above and beyond in their response to such events.

This year created uncertainty and changing stakeholder relationships and was reflected in challenges in *all* parts of the sector – primary, disability to hospital care. But I remain an optimist and there are significant potential gains from a national, joined up, consistent strategy that supports more effective improvement and innovation of health care.

In speaking to members, the industry body has a strong role to play during this time to inform stakeholders, improve market access, reduce unintended consequences of bureaucracy and foster growth and positive impact of medical technology.

I am proud of the work MTANZ has done in the last year:

- Implemented our refreshed strategy and mission
- Increased frequency of board meetings with interim WIP meetings to increase responsiveness of board to fast moving decision requirements
- Increased our effective engagement through health reforms and regulatory legislative process
- Increased our reach in health agencies through development of a Government Affairs Policy
- Restructured our Special Advisory Groups (GAP, MAG and Regulatory Advisory Group) to have a clear purpose, have a board member representative to support and guide initiatives, gain in expertise through new members

Cushla will provide further detail of our advocacy efforts, but it is clear we need to strengthen our efforts here and continue to build our expertise for the long term.

Many issues affecting the industry are not new and having the right stakeholder relationships and the right messaging, delivered at the right time will help the MedTech industry to grow, prosper and deliver innovative solutions to support better health outcomes for all New Zealanders.

If I wasn't already passionate that we need to keep on this trajectory, I am after the last two days. HealthTech Week sessions have confirmed an increasing awareness of medical devices although Dr Shane Reti may have missed the brief! We also heard evidence of the conflicting work and disconnect between PHARMAC and Te Whatu Ora. New strategies need new solutions and have been encouraged to engage, co-design and innovate. Leigh Donoghue, Te Whatu Ora Chief of Data & Digital, said *change happens at the speed of trust* – to build trust we need to engage, communicate and influence.

To close I would like to thank all the members for your support and engagement with the association. I would also like to thank the MTANZ team – Cushla, Mike, Mel and Jacqueline – who do a fantastic job with a small team.

Lastly, thank you to my fellow board members who are collaborative, experienced and accessible. They step into additional roles in Finance & Risk, Market Access and Government Affairs and the HTW organising committee to help govern the association strongly.

Approved: Claire Howse, Baxter

Seconded: Sarah Connolly, Medtronic

CHIEF EXECUTIVE OFFICER'S REPORT

Cushla Smyth presented the following report:

One of the ways we track member's satisfaction, and the perceived value of their membership, is via our annual survey. The survey aims to discover if members feel we are using our resources to optimal effect (for their specific business needs) as well as giving them the opportunity to tell us their priority areas of interest. The 2023 survey results were encouraging as they showed 95% of respondents were either 'satisfied' or 'very satisfied' with MTANZ's performance. It also confirmed that our focus on market access concerns, regulatory changes and influencing government are top priorities for members. The survey results also highlighted areas for development. Members are looking for more opportunities to engage with key decision-makers in health and want MTANZ to provide more communication in their key areas of interest.

To have maximum impact in the key focus areas, MTANZ relies heavily on input from its Special Advisory Groups (SAGs) – the Market Access SAG, the Government Affairs & Policy SAG and the Regulatory SAG.

The Market Access SAG has focused its efforts in three areas over the past 12 months – the operational aspects of the health reforms, the development of the health system catalogue and Pharmac taking a broader role in medical device management.

The Therapeutic Products Bill (TPB) which will replace the *Medicines Act* was introduced to Parliament in December 2022, the Regulatory SAG facilitated by the MTANZ team put many hours into drafting the Health Select Committee (HSC) submission. Although MTANZ supports enabling legislation to protect the health and safety of New Zealanders, the Bill in its current form, particularly in the way it proposes to treat medical devices, will potentially undermine the timely access to medical device products, open and well-functioning markets, innovation and the choice of, and equity of access to therapeutic products.

Alongside the HSC submission, MTANZ commissioned a legal review of the TPB which highlighted key issues within the legislation for the medical device industry. The MTANZ strategy to address the Bill focused on using the legal review as the foundation to contest key issues for industry and to focus on recommending changes to those aspects of the Bill that will have the biggest impact for members.

While the Regulatory SAG informed the technical aspects of the submission, the Government Affairs SAG developed the advocacy strategy associated with the review of the Bill. The Government Affairs SAG has achieved a lot 12 months into its new strategy of 'influencing' through a Government Affairs focus. This was especially important to ensure key stakeholders in government understand the TPB's potential unintended consequences should it be passed without our recommended changes.

There were additional legislative changes that effected MTANZ with a new Bill to replace the Incorporated Societies Act 1908. MTANZ commenced the review of this new Bill against the association rules in 2022 with work to continue into 2023.

Now that the COVID-19 pandemic is having less impact on in-person events, the MTANZ conference planning workstream has well and truly rebounded. While it is pleasing to see events return to pre-pandemic levels, this is a resource intensive activity for MTANZ. Throw in some severe weather events such as flooding and a cyclone and this has certainly made for a busy year for our team.

I believe we have performed well this year. This being said, as we are a small team there is a constant juggle of how we deploy resources most effectively, and this will be a key focus for the next financial year.

Accepted: Andrew Short, Permobil
Seconded: Anthony Blythe, Arjo

FINANCIAL REPORT

Chris Isles presented the Annual Accounts for 2022-2023

- Deficit: (\$44,949), Budget (\$82,000), LY (\$23,101)
- 22% increase in Operating income over Budget
- 15% increase in Operating expenses
- Net Assets: \$454k, down from \$499k last year
- Working Capital: 1.4x, last year 1.6x
- Clean audit report

- Budget FY24: \$60k surplus.

Chris noted the following errors in the annual report:

- Page 20 – Chris’s signature has the wrong date. The correct date is 31 May 2023.
- Page 23 – Note 5, date should be ‘22’ not ‘21’.

Approved: *George Bongiovanni, MediRay*

Seconded: *Wing Lam Wong, Roche Diagnostics*

PROPOSED RESOLUTION

Chris Isles proposed the following resolution - ‘Amend the annual subscription structure, provide additional tiers as proposed and increase the Associate member fees to \$1,500 per annum’.

New fees proposed		
7	\$30m - \$50m	\$10,967
8	\$50m - \$70m	\$12,667
9	\$70m and above	\$13,160
New Associate Member Fee		\$ 1,500

Moved: *Mieke Habeck, Olympus*

Seconded: *Rachelle Hodgson, TrakSol*

The membership voted with the following result.

Vote Result

The resolution was passed with a majority vote.

GENERAL BUSINESS

- No general business raised.

5.30pm AGM closed